TPL Financial Proposal Sheet - BASE CONTRACT TERM
(November 1, 2009 - June 30, 2011)
Maximization of Third Party Liability Recoveries for the State of Maryland

A1.   PROJECT WORK PLAN

	Fixed Fee (Dollars)		Units		Total Cost
Project Work Plan	$_____ ONE-TIME FEE	X	1	=	$_____
			A1 – SUBTOTAL		$_____

A2.   DATA MATCH – COST AVOIDANCE

	Fixed Fee (Dollars)		Units		Total Cost
Eligibility File Review – Data Match – Fixed dollar fee, including processes in Pt. 1, Sect. 5, A2(1), for Medicaid recipients to be completed 10/31/2009	$_____ ONE-TIME FEE	X	1 REVIEW	=	$_____
Monthly Data Match NEW MEDICAID ENROLLEES Fixed dollar fee, including processes in Pt. 1, Sect. 5, A2 (2). EFFECTIVE 11/01/2009 to 06/30/2011	$_____ PER MONTH	X	20 MONTHS	=	$_____
Quarterly Data Match 1/10/2010, 4/10/2010, 7/10/2010, 10/10/2010, 1/10/2011, 4/10/2011 Fixed dollar fee, including processes in Pt. 1, Sect. 5, A2 (3). EFFECTIVE 11/01/2009 to 06/30/2011	$_____ QUARTERLY	X	6 PERIODS	=	$_____
			A2 – SUBTOTAL		$_____

GENERAL NOTES – APPLICABLE TO ALL CONTRACT TERMS (Base and Option Years)
1. The Department does not guarantee Maryland Medical Assistance recipient enrollment numbers. The actual recipient enrollment numbers may be
   more or less than these amounts.
2. The current Maryland Medicaid population is approximately 780,000 enrollees on average.
3. The total amount of recoveries is currently estimated to be $36,000,000 annually.

A3.   CLAIMS IDENTIFICATION, RECOVERY, AND REPORTING

	Fixed Fee (Dollars)		Estimated Recovery Amount		Total Cost
Identified Commercial or TRICARE Coverage, Fixed percentage rate, including processes in Pt. 1, Sect. 5, A3 (1), for estimated recoveries of $24.5 million for the contract period 11/01/2009 to 06/30/2011.	_____% % RATE	X	24.5 Million	=	$_____
Medicare A&B, Fixed percentage rate, including processes in Pt. 1, Sect. 5, A3 (2)all inclusive of the processes, for estimated recoveries of $24.5 million for the contract period 11/01/2009 to 06/30/2011.	_____% % RATE	X	24.5 Million	=	$_____
			A3 – SUBTOTAL		$_____

B.   AUDITS

	Fixed Fee (Dollars)		Estimated Recovery Amount		Total Cost
Hospital Credit Balance Fixed percentage rate, including processes in Pt. 1, Sect. 5, B.(1)a-i for estimated recoveries of $10.5 million for the contract period 11/01/2009 to 06/30/2011 (approx. $6M annually)	$_____ + _____% PER AUDIT % RATE BASE AMOUNT	X	10.5 Million	=	$_____
Long Term Care Fixed percentage rate, including processes in Pt. 1, Sect. 5, B.(2) , for estimated recoveries of $3.5 million for the contract period 11/01/2009 to 06/30/2011 (approx. $2 M annually)	$_____ + _____% PER AUDIT % RATE BASE AMOUNT	X	3.5 Million	=	$_____
			B – SUBTOTAL		$_____

C.   TRANSITION OF DATA**

	Fixed Fee (Dollars)		Units		Total Cost
BEGINNING TRANSITION OF DATA	$_____ ONE TIME	X	1	=	$_____
ENDING TRANSITION OF DATA	$_____ ONE TIME	X	1	=	$_____
			C – SUBTOTAL		$_____

** NOTE: If the winning bidder is the current contractor then, C does not apply. The uploading/downloading of data only applies when there will be an exchange of data from one contractor to another contractor at the beginning and/or end of the base and/or option period.

TPL TOTAL <u>BASE CONTRACT PERIOD</u> PROPOSED COST   (A1 + A2 + A3 + B + C) $ _____
                                                                                                       FOR TPL BASE PERIOD

THE "TPL TOTAL BASE CONTRACT PERIOD PROPOSED COST", SPECIFIED ABOVE, IS BASED ON MODEL QUANTITIES AND WILL BE USED SOLELY FOR PRICE EVALUATION, COMPARSION AND SELECTION FOR RECOMMENDATION FOR AWARD. THE ACTUAL AMOUNT TO BE PAID TO THE CONTRACTOR SHALL BE CALCULATED USING THE FIRM FIXED PRICES, RATES AND UNIT PRICES SPECIFIED ON THE FINANCIAL PROPOSAL SHEET.

TPL Financial Proposal Sheet – OPTION PERIOD 1
(July 1, 2011-June 30, 2012)
Maximization of Third Party Liability Recoveries for the State of Maryland

NOTES

a. The Department does not guarantee it will extend the TPL contract beyond the Base Contract Term.

b. All notes stated in the Base Contract Term Section of the Financial Proposal Sheet apply to similar services of the Option Period, except as noted   above.

A1.   DATA MATCH – COST AVOIDANCE

	Fixed Fee (Dollars)		Units		Total Cost
Eligibility File Review - Fixed dollar fee, including processes in Pt. 1, Sect. 5, A2(1), for Medicaid recipients to be completed 07/31/2011	$_____ ONE-TIME FEE	X	1 REVIEW	=	$_____
Monthly Data Match <u>NEW MEDICAID ENROLLEES</u> Fixed dollar fee, including processes in Pt. 1, Sect. 5, A2 (2). EFFECTIVE 07/01/2011 to 06/30/2012	$_____ PER MONTH	X	12 MONTHS	=	$_____
Quarterly Data Match <u>7/10/2011, 10/10/2011, 1/10/2012 AND 4/10/2012,</u> Fixed dollar fee, including processes in Pt. 1, Sect. 5, A2 (3). EFFECTIVE 07/01/2011 to 06/30/2012	$_____ QUARTERLY	X	4 PERIODS	=	$_____
			A1 – SUBTOTAL		$_____

A2.   CLAIMS IDENTIFICATION, RECOVERY, AND REPORTING

	Fixed Fee (Dollars)		Estimated Recovery Amount		Total Cost
Identified Commercial or TRICARE Coverage, Fixed percentage rate, including processes in Pt. 1, Sect. 5, A3 (1), for estimated recoveries of $14 million for the contract period 07/01/2011 to 06/30/2012.	_____% % RATE	X	14 Million	=	$_____
Medicare A&B, Fixed percentage rate, including processes in Pt. 1, Sect. 5, A3 (2)all inclusive of the processes, for estimated recoveries of $14 million for the contract period 07/01/2011 to 06/30/2012.	_____% % RATE	X	14 Million	=	$_____
			A2 – SUBTOTAL		$_____

B.   AUDITS

	Fixed Fee (Dollars)		Estimated Recovery Amount		Total Cost
1. Hospital Credit Balance Fixed percentage rate, including processes in Pt. 1, Sect. 5, B.(1) , for estimated recoveries of $6 million for the contract period 07/01/2011 to 06/30/2012.	$_____ + _____% PER AUDIT % RATE BASE AMOUNT	X	6 Million	=	$_____
Long Term Care Fixed percentage rate, including processes in Pt. 1, Sect. 5, B.(2) , for estimated recoveries of $2 million for the contract period 07/01/2011 to 06/30/2012.	$_____ + _____% PER AUDIT % RATE BASE AMOUNT	X	2 Million	=	$_____
			B – SUBTOTAL		$_____

TPL TOTAL <u>OPTION PERIOD 1</u> PROPOSED COST   (A1 + A2 + B) $ _____
                                                                                                                          TOTAL FOR TPL OPTION PERIOD 1

THE "TPL TOTAL OPTION PERIOD 1 PROPOSED COSTS" SPECIFIED ABOVE IS BASED ON MODEL QUANTITIES AND WILL BE USED SOLELY FOR PRICE EVALUATION, COMPARSION AND SELECTION FOR RECOMMENDATION FOR AWARD. THE ACTUAL AMOUNT TO BE PAID TO THE CONTRACTOR SHALL BE CALCULATED USING THE FIRM FIXED PRICES, RATES AND UNIT PRICES SPECIFIED ON THE FINANCIAL PROPOSAL SHEET.

(July 1, 2012-June 30, 2013)
Maximization of Third Party Liability Recoveries for the State of Maryland

NOTES

   a. The Department does not guarantee it will extend the TPL contract beyond the Base Contract Term.

   b. All notes stated in the Base Contract Term Section of the Financial Proposal Sheet apply to similar services of the Option Period, except as noted above.

A1.   DATA MATCH – COST AVOIDANCE

	Fixed Fee (Dollars)		Units		Total Cost
Eligibility File Review – Data Match - Fixed dollar fee, including processes in Pt. 1, Sect. 5, A2(1), for Medicaid recipients to be completed 07/31/2012	$_____ ONE-TIME FEE	X	1 REVIEW	=	$_____
Monthly Data Match NEW MEDICAID ENROLLEES Fixed dollar fee, including processes in Pt. 1, Sect. 5, A2 (2). EFFECTIVE 07/01/2012 to 06/30/2013	$_____ PER MONTH	X	12 MONTHS	=	$_____
QUARTERLY Data Match 7/10/2012, 10/10/2012, 1/10/2013 AND 4/10/13 Fixed dollar fee, including processes in Pt. 1, Sect. 5, A2 (3). EFFECTIVE 07/01/2012 to 06/30/2013	$_____ QUARTERLY	X	4 PERIODS	=	$_____
			A1 – SUBTOTAL		$_____

A2.   CLAIMS IDENTIFICATION, RECOVERY, AND REPORTING

	Fixed Fee (Dollars)		Estimated Recovery Amount		Total Cost
Identified Commercial or TRICARE Coverage, Fixed percentage rate, including processes in Pt. 1, Sect. 5, A3 (1), for estimated recoveries of $14 million for the contract period 07/01/2012 to 06/30/2013.	_____% % RATE	X	14 Million	=	$_____
Medicare A&B, Fixed percentage rate, including processes in Pt. 1, Sect. 5, A3 (2)all inclusive of the processes, for estimated recoveries of $14 million for the contract period 07/01/2012 to 06/30/2013.	_____% % RATE	X	14 Million	=	$_____
			A2 – SUBTOTAL		$_____

B.   AUDITS

	Fixed Fee (Dollars)		Estimated Recovery Amount		Total Cost
1. Hospital Credit Balance Fixed percentage rate, including processes in Pt. 1, Sect. 5, B.(1) , for estimated recoveries of $6 million for the contract period 07/01/2012 to 06/30/2013.	$_____ + _____% PER AUDIT % RATE BASE AMOUNT	X	6 Million	=	$_____
2. Long Term Care Fixed percentage rate, including processes in Pt. 1, Sect. 5, B.(2) , for estimated recoveries of $2 million for the contract period 07/01/2012 to 06/30/2013.	$_____ + _____% PER AUDIT % RATE BASE AMOUNT	X	2 Million	=	$_____
			B – SUBTOTAL		$_____

TPL TOTAL <u>OPTION PERIOD 2</u> PROPOSED COST   (A1 + A2 + B) $ _____
                                                                                        TOTAL FOR TPL OPTION PERIOD 2

TPL TOTAL PROPOSED COSTS   (BASE PERIOD+OPTION PERIOD 1+OPTION PERIOD 2) $ _____
                                                                                        BASIS FOR AWARD

_____   _____
Signature   Printed or Typed Name
_____   _____
Title   Date
_____   _____
Company Name   Street Address
_____   _____
Tax ID #   City, State and Zip Code

(POS) PHARMACY Financial Proposal Sheet - BASE CONTRACT TERM   APPENDIX A2
(November 1, 2009 - June 30, 2011)
Maximization of Third Party Liability Recoveries for the State of Maryland
A. Point of Sale (POS) Pharmacy cost avoidance

	Fixed Fee (Dollars)				Total Cost
Real-time/point of sale pharmacy cost avoidance prior to the claim being adjudicated by the POS Vendor, including processes in Pt. 1, Sect. 5, A4. The Contractor shall develop a cost/pricing structure that clearly identifies all costs for the POS pharmacy cost avoidance. Costs should be identified as: 1. Start-up/implementation costs	$_____ ONE-TIME FEE	X	One (1) Unit	=	$_____
2. Real-time cost avoidance operations	_____% % FEE/ RATE	X	<u>10%</u> Average Cost Avoidance Rate X 2,412,800 (FY 08 Total Pharmacy Claims) X $100.87 (average cost per Rx/claim)	=	$_____
			A – SUBTOTAL		$_____

(A.1.) $_____

(A.2.) $_____

(POS) PHARMACY TOTAL <u>BASE CONTRACT PERIOD</u> PROPOSED COST   _____

TOTAL FOR (POS) PHARMACY
BASE PERIOD

THE "(POS) PHARMACY TOTAL BASE CONTRACT PERIOD PROPOSED COST", SPECIFIED ABOVE, IS BASED ON MODEL QUANTITIES AND WILL BE USED SOLELY FOR PRICE EVALUATION, COMPARSION AND SELECTION FOR RECOMMENDATION FOR AWARD. THE ACTUAL AMOUNT TO BE PAID TO THE CONTRACTOR SHALL BE CALCULATED USING THE FIRM FIXED PRICES, RATES AND UNIT PRICES SPECIFIED ON THE FINANCIAL PROPOSAL SHEET.

(POS) PHARMACY Financial Proposal Sheet – OPTION PERIOD 1
(July 1, 2011-June 30, 2012)
Maximization of Third Party Liability Recoveries for the State of Maryland

NOTES
(POS) Pharmacy Will not be the basis for award
The Department does not guarantee it will extend the TPL contract beyond the Base Contract Term.

A. Point of Sale (POS) Pharmacy cost avoidance

					Total Cost
Real-time/point of sale pharmacy cost avoidance prior to the claim being adjudicated by the POS Vendor, including processes in Pt. 1, Sect. 5, A4. The Contractor shall develop a cost/pricing structure that clearly identifies all costs for the POS pharmacy cost avoidance. 1. Real-time cost avoidance operations	_____% % FEE/ RATE	X	10% Average Cost Avoidance Rate X 2,412,800 (FY 08 Total Pharmacy Claims) X $100.87 (average cost per Rx/claim)	=	$_____
			A – SUBTOTAL		$_____

(POS) PHARMACY TOTAL <u>OPTION PERIOD 1</u> PROPOSED COST   (A.1.) $ _____
                                                              TOTAL FOR (POS) PHARMACY

                                                                    OPTION PERIOD 1

THE " (POS) PHARMACY TOTAL OPTION PERIOD 1 PROPOSED COSTS" SPECIFIED ABOVE IS BASED ON MODEL QUANTITIES AND WILL BE USED SOLELY FOR PRICE EVALUATION, COMPARSION AND SELECTION FOR RECOMMENDATION FOR AWARD. THE ACTUAL AMOUNT TO BE PAID TO THE CONTRACTOR SHALL BE CALCULATED USING THE FIRM FIXED PRICES, RATES AND UNIT PRICES SPECIFIED ON THE FINANCIAL PROPOSAL SHEET.

(POS) PHARMACY Financial Proposal Sheet – OPTION PERIOD 2
(July 1, 2012-June 30, 2013)
Maximization of Third Party Liability Recoveries for the State of Maryland

NOTES
(POS) Pharmacy will not be the basis for award
The Department does not guarantee it will extend the TPL contract beyond the Base Contract Term.

A. Point of Sale (POS) Pharmacy cost avoidance

					__Total Cost__
Real-time/point of sale pharmacy cost avoidance prior to the claim being adjudicated by the POS Vendor, including processes in Pt. 1, Sect. 5, A4. The Contractor shall develop a cost/pricing structure that clearly identifies all costs for the POS pharmacy cost avoidance. 1. Real-time cost avoidance operations	_____% % FEE/ RATE	X	10% Average Cost Avoidance Rate X 2,412,800 (FY 08 Total Pharmacy Claims) X $100.87 (average cost per Rx/claim)	=	$_____
			A – SUBTOTAL		$_____

(POS) PHARMACY TOTAL <u>OPTION PERIOD 2</u> PROPOSED COST   (A.1.) $ _____
                                                                                                              TOTAL FOR (POS) PHARMACY
                                                                                                              OPTION PERIOD 2

(POS) PHARMACY TOTAL PROPOSED COSTS   (BASE PERIOD+OPTION PERIOD 1+OPTION PERIOD 2) $ _____
                                                                                                              Total For (POS) Contract Term
                                                                                                              Pharmacy (Base & Two Option Years)

_____   _____
Signature   Printed or Typed Name

_____   _____
Title   Date

_____   _____
Company Name   Street Address

_____   _____
Tax ID #   City, State and Zip Code